RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers

	Hourly ea	rnings <sup>2</sup>	Weekly ea	rnings <sup>4</sup>	Annual earnings <sup>5</sup>	
Occupation <sup>1</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
All workers	\$17.30	2.2%	\$693	2.6%	\$35,937	2.6%
Management occupations	38.17	3.0	1,603	3.5	83,157	3.5
Chief executives	84.33	26.0	3,514	27.2	182,724	27.2
General and operations managers	44.14	11.0	1,978	11.8	102,868	11.8
Marketing and sales managers	48.30	12.0	2,075	11.5	107,893	11.5
Marketing managers	46.69	16.9	1,868	16.9	97,110	16.9
Sales managers	49.03	17.0	2,181	16.1	113,393	16.1
Financial managers	45.44	10.9	1,854	10.2	96,429	10.2
Human resources managers	32.06	8.7	1,298	9.3	67,504	9.3
Industrial production managers	34.26	6.5	1,384	6.4	71,975	6.4
Transportation, storage, and distribution			,		, ,,	
managers	29.91	19.6	1,223	18.8	63,586	18.8
Construction managers	31.67	8.0	1,337	8.7	67,768	8.7
Education administrators	16.50	10.4	659	10.4	34,076	10.4
Education administrators, preschool and					.,	
child care center/program	16.25	10.9	650	10.9	33,794	10.9
Food service managers	23.87	5.9	1,092	7.0	56,809	7.0
Medical and health services managers	31.12	9.7	1,316	12.2	68,423	12.2
Property, real estate, and community	01.12	<b>,</b> , ,	1,810	12.2	00,.20	12.2
association managers	21.87	15.7	876	15.6	45,529	15.6
Business and financial operations						
occupations	30.20	3.5	1,225	3.5	63,680	3.5
Buyers and purchasing agents	28.51	13.4	1,201	11.5	62,430	11.5
Purchasing agents, except wholesale,			•			
retail, and farm products	22.87	12.8	915	12.8	47,576	12.8
Claims adjusters, appraisers, examiners, and						
investigators	30.62	9.2	1,216	10.3	63,246	10.3
Claims adjusters, examiners, and						
investigators	28.72	4.0	1,139	5.2	59,239	5.2
Cost estimators	29.54	6.2	1,181	6.2	61,435	6.2
Human resources, training, and labor						
relations specialists	21.47	2.9	860	5.1	44,702	5.1
Employment, recruitment, and placement						
specialists	21.59	4.8	775	6.9	40,277	6.9
Management analysts	48.98	19.6	2,058	18.6	107,036	18.6
Accountants and auditors	30.57	4.6	1,244	4.3	64,694	4.3
Financial analysts and advisors	39.02	29.7	1,561	29.7	81,161	29.7
Loan counselors and officers	32.37	8.6	1,291	8.6	67,144	8.6
Loan officers	32.37	8.6	1,291	8.6	67,144	8.6
Computer and mathematical science						
occupations	37.60	13.1	1,517	13.2	78,893	13.2
				l		L

RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

	Hourly ea	arnings <sup>2</sup>	Weekly ea	arnings <sup>4</sup>	Annual ea	arnings <sup>5</sup>
Occupation <sup>1</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
Computer and mathematical science occupations –Continued						
-	\$33.00	23.8%	\$1,336	23.6%	\$69,466	23.6%
Computer programmers  Computer software engineers	42.80	11.3	1,715	11.3	89,166	11.3
Computer software engineers, systems	42.60	11.5	1,713	11.5	89,100	11.5
softwaresoftware engineers, systems	43.74	7.8	1,749	7.8	90,973	7.8
Computer support specialists	25.32	18.4	1,013	18.4	52,663	18.4
Computer systems analysts	77.58	14.6	3,185	12.5	165,643	12.5
Network and computer systems	11.30	14.0	3,103	12.3	105,045	12.3
administrators	26.92	11.8	1,101	13.4	57,229	13.4
Network systems and data communications	20.92	11.6	1,101	13.4	31,229	13.4
	26.16	0.7	1 446	07	75 216	07
analysts	36.16	8.7	1,446	8.7	75,216	8.7
Architecture and engineering occupations	23.73	11.9	966	12.1	50,174	12.1
Architecture and engineering occupations  Architects, except naval	24.78	8.9	1,039	10.2	54,032	10.2
Engineers	32.93	4.1	1,361	4.1	70,781	4.1
Civil engineers	30.24	8.6	1,301	10.5	67,734	10.5
Electrical and electronics engineers	30.24	11.3	1,273	8.9	66,176	8.9
Drafters	20.27	5.8	811	5.8	41,941	5.8
Architectural and civil drafters	20.27	10.8	835	10.8	43,404	10.8
Electrical and electronic engineering	20.67	10.6	633	10.0	43,404	10.6
technicians	24.92	21.9	997	21.9	51,826	21.9
	13.47	6.3	539	6.3	28,009	6.3
Surveying and mapping technicians	13.47	0.3	339	0.3	28,009	0.3
Life, physical, and social science occupations	40.21	12.5	1,622	13.1	84,331	13.1
Community and social services occupations	15.43	3.8	617	4.0	32,106	4.0
Social workers	18.50	7.6	747	7.8	38,852	7.8
Miscellaneous community and social service	10.00	, 10	, . ,	/ 10	20,022	/ 10
specialists	11.35	3.2	450	3.5	23,408	3.5
Social and human service assistants	11.15	3.1	442	3.4	22,973	3.4
Legal occupations	20.69	13.0	850	14.9	44,182	14.9
	34.23			14.9	78,744	14.9
Lawyers	34.23	5.6	1,514	11.9	/0,/44	11.9
Education, training, and library occupations	18.04	14.0	716	14.1	32,656	14.1
Postsecondary teachers	24.49	13.7	973	13.5	49,898	13.5
Primary, secondary, and special education	,	10.7		10.0	.,,,,,,	10.0
school teachers	21.44	18.6	858	18.6	34,761	18.6
Other teachers and instructors	17.47	14.0	662	11.3	29,701	11.3
Teacher assistants	10.48	12.9	418	12.9	20,081	12.9
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RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

	Hourly earnings <sup>2</sup>		Weekly ea	arnings <sup>4</sup>	Annual earnings <sup>5</sup>	
Occupation <sup>1</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
Arts, design, entertainment, sports, and						
media occupations	\$17.93	10.7%	\$714	10.9%	\$37,104	10.9%
Designers	17.35	5.7	698	6.1	36,286	6.1
Graphic designers	19.24	10.0	770	10.0	40,022	10.0
Writers and editors	18.33	6.7	733	6.7	38,129	6.7
Healthcare practitioner and technical						
occupations	30.85	13.6	1,236	14.9	64,277	14.9
Pharmacists	52.89	1.5	2,116	1.5	110,019	1.5
Registered nurses	27.50	10.6	1,103	9.6	57,377	9.6
Therapists	41.66	9.6	1,666	9.6	86,643	9.6
Diagnostic related technologists and						
technicians	28.21	18.5	1,128	18.5	58,677	18.5
Health diagnosing and treating practitioner						
support technicians	18.01	7.6	721	7.6	37,467	7.6
Licensed practical and licensed vocational						
nurses	19.40	4.6	760	4.9	39,496	4.9
Healthcare support occupations	13.09	9.0	494	8.0	25,672	8.0
Nursing, psychiatric, and home health aides	9.41	2.8	356	3.3	18,523	3.3
Home health aides	8.36	12.0	320	11.1	16,625	11.1
Nursing aides, orderlies, and attendants	9.63	2.5	366	3.7	19,056	3.7
Miscellaneous healthcare support						
occupations	13.40	4.8	509	3.8	26,461	3.8
Dental assistants	17.04	4.9	585	6.2	30,414	6.2
Medical assistants	11.82	2.8	472	3.0	24,545	3.0
Protective service occupations	10.67	13.0	425	13.0	22,080	13.0
Security guards and gaming surveillance						
officers	10.17	14.8	404	14.8	21,020	14.8
Security guards	10.17	14.8	404	14.8	21,020	14.8
Food preparation and serving related						
occupations	7.45	5.4	283	5.9	14,715	5.9
First-line supervisors/managers, food						
preparation and serving workers	13.87	5.3	602	6.3	31,281	6.3
First-line supervisors/managers of food						
preparation and serving workers	13.87	5.3	602	6.3	31,281	6.3
Cooks	9.06	1.7	347	2.6	17,934	2.6
Cooks, fast food	8.20	3.2	300	6.7	15,587	6.7
Cooks, institution and cafeteria	10.31	8.0	396	8.2	19,554	8.2
Cooks, restaurant	9.44	2.1	367	2.2	19,058	2.2
Cooks, short order	8.35	4.4	334	4.4	17,377	4.4

RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

	Hourly earnings <sup>2</sup>		Weekly ea	rnings <sup>4</sup>	Annual ea	rnings <sup>5</sup>
$Occupation^1$	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
Food preparation and serving related occupations –Continued						
Food preparation workers	\$7.93	10.8%	\$300	12.3%	\$15,604	12.3%
Food service, tipped	3.99	5.5	146	5.3	7,616	5.3
Bartenders	6.19	7.8	224	11.0	11,671	11.0
Waiters and waitresses	3.30	8.7	121	8.0	6,301	8.0
Dining room and cafeteria attendants and						
bartender helpers	6.37	3.9	236	5.3	12,260	5.3
Fast food and counter workers	7.84	3.0	297	2.8	15,441	2.8
Combined food preparation and serving	,,,,,,		_,.		10,	
workers, including fast food	7.79	2.3	295	2.5	15,322	2.5
Counter attendants, cafeteria, food	7.77	2.3	2/3	2.3	13,322	2.3
concession, and coffee shop	8.10	6.6	309	6.1	16,067	6.1
Dishwashers	7.76	2.5	303	2.7	15,749	2.7
Hosts and hostesses, restaurant, lounge, and	7.70	2.3	303	2.7	13,747	2.7
coffee shop	7.34	14.5	276	12.8	14,351	12.8
corree shop	7.54	14.5	270	12.0	14,331	12.0
Building and grounds cleaning and						
maintenance occupations	8.70	3.8	337	4.6	17.521	4.6
	8.70 8.47	5.8	327		17,531	6.6
Building cleaning workers	0.47	3.3	321	6.6	17,007	0.0
Janitors and cleaners, except maids and	0.50	67	220	<b>5</b> .	17.501	5.6
housekeeping cleaners	8.58	6.7	338	5.6	17,581	5.6
Maids and housekeeping cleaners	7.81	4.4	290	7.5	15,090	7.5
Grounds maintenance workers	8.64	6.2	341	6.1	17,657	6.1
Landscaping and groundskeeping workers	8.33	4.3	329	4.2	17,043	4.2
D 1 1 1 1	0.02		200	<b>7.1</b>	10.727	- 1
Personal care and service occupations	9.82	5.2	380	5.1	19,727	5.1
First-line supervisors/managers of personal	14.22	<b>7</b> 0	<b>5</b> 40	7.1	20.507	7.1
service workers	14.23	5.8	548	7.1	28,507	7.1
Child care workers	8.67	6.3	339	6.0	17,622	6.0
	10.22	<b>5</b> 0	7.10		20.571	
Sales and related occupations	18.22	5.3	742	5.7	38,571	5.7
First-line supervisors/managers, sales	10.50		021	0.5	40.000	0.5
workers	19.62	9.0	831	9.6	43,202	9.6
First-line supervisors/managers of retail						
sales workers	16.98	5.2	709	5.6	36,847	5.6
First-line supervisors/managers of						
non-retail sales workers	26.51	23.6	1,167	23.6	60,695	23.6
Retail sales workers	10.65	6.2	428	7.0	22,254	7.0
Cashiers, all workers	7.82	3.6	306	3.6	15,935	3.6
Cashiers	7.82	3.6	306	3.6	15,935	3.6
Counter and rental clerks and parts						
salespersons	11.38	7.9	454	9.3	23,593	9.3
				]		

RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
Occupation <sup>1</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
Sales and related occupations -Continued						
Counter and rental clerks	\$9.99	11.3%	\$395	13.1%	\$20,547	13.1%
Parts salespersons	12.99	10.2	523	11.2	27,173	11.2
Retail salespersons	12.29	10.7	503	12.9	26,180	12.9
Advertising sales agents	27.73	22.7	974	14.9	50,649	14.9
Insurance sales agents	20.40	7.2	840	8.0	43,700	8.0
Securities, commodities, and financial	20.10	7.2	0.10	0.0	13,700	0.0
services sales agents	36.67	31.5	1,467	31.5	76,268	31.5
Sales representatives, wholesale and	30.07	31.3	1,107	31.3	70,200	31.3
manufacturing	27.95	10.9	1,146	11.1	59,572	11.1
Sales representatives, wholesale and	21.55	10.5	1,110	11.1	35,572	11.1
manufacturing, technical and scientific						
products	34.97	16.1	1,434	16.8	74,542	16.8
Sales representatives, wholesale and	31.77	10.1	1,151	10.0	7 1,5 12	10.0
manufacturing, except technical and						
scientific products	25.23	17.0	1,034	17.8	53,776	17.8
Miscellaneous sales and related workers	16.53	13.4	661	13.4	34,380	13.4
winderiancous sures and related workers	10.55	13.1	001	13.1	3 1,300	13.1
Office and administrative support						
occupations	14.58	2.9	578	2.9	30,017	2.9
First-line supervisors/managers of office and	- 110					
administrative support workers	21.90	5.0	875	5.1	45,492	5.1
Financial clerks	13.91	2.7	551	2.9	28,652	2.9
Bill and account collectors	15.54	12.6	622	12.6	32,325	12.6
Billing and posting clerks and machine	10.0	12.0	022	12.0	02,020	12.0
operators	13.68	3.5	540	4.0	28,068	4.0
Bookkeeping, accounting, and auditing						
clerks	15.15	3.2	597	3.3	31,020	3.3
Procurement clerks	15.15	14.4	606	14.4	31,520	14.4
Tellers	11.45	2.1	458	2.1	23,810	2.1
Credit authorizers, checkers, and clerks	14.00	13.6	560	13.6	29,128	13.6
Customer service representatives	16.13	5.8	635	5.8	32,911	5.8
Hotel, motel, and resort desk clerks	8.15	5.7	312	5.8	16,243	5.8
Loan interviewers and clerks	15.14	8.0	604	8.0	31,384	8.0
New accounts clerks	11.39	7.4	454	7.5	23,631	7.5
Order clerks	11.31	7.8	452	7.8	23,529	7.8
Receptionists and information clerks	11.85	2.6	469	2.5	24,366	2.5
Cargo and freight agents	18.79	6.7	777	6.1	40,411	6.1
Dispatchers	14.24	15.7	593	18.4	30,812	18.4
Dispatchers, except police, fire, and	11.21	15.7	3,3	10.1	50,012	10.1
ambulance	14.45	16.6	603	18.8	31,371	18.8
Production, planning, and expediting clerks	14.85	12.5	594	12.5	30,885	12.5
Shipping, receiving, and traffic clerks	12.93	8.5	511	8.1	26,573	8.1
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RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

	Hourly ea	rnings <sup>2</sup>	Weekly earnings <sup>4</sup>		Annual ea	rnings <sup>5</sup>
Occupation <sup>1</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
Office and administrative support						
occupations –Continued						
Stock clerks and order fillers	\$11.45	4.3%	\$466	5.5%	\$23,849	5.5%
Secretaries and administrative assistants	17.29	5.4	679	4.9	35,309	4.9
Executive secretaries and administrative						
assistants	19.98	6.6	795	6.3	41,333	6.3
Legal secretaries	14.80	5.9	584	6.3	30,378	6.3
Medical secretaries	15.28	19.8	600	18.7	31,201	18.7
Secretaries, except legal, medical, and						
executive	16.40	7.1	632	5.8	32,819	5.8
Data entry and information processing					,	
workers	12.72	8.5	509	8.5	26,452	8.5
Data entry keyers	12.31	7.2	492	7.2	25,602	7.2
Insurance claims and policy processing	12.01		.,_		20,002	'
clerks	16.60	13.4	650	13.2	33,784	13.2
Office clerks, general	12.52	3.3	494	3.3	25,696	3.3
Office ciciks, general	12.32	3.3	121	3.3	25,070	3.3
Construction and extraction occupations	16.27	6.8	653	6.9	33,832	6.9
First-line supervisors/managers of	10.27	0.0	023	0.5	33,632	0.5
construction trades and extraction						
workers	27.28	18.8	1,137	20.9	59,100	20.9
Carpenters	16.02	5.6	641	5.6	32,654	5.6
Carpet, floor, and tile installers and finishers	16.42	4.4	636	6.7	33,092	6.7
Construction laborers	10.42	5.2	432	5.2	22,412	5.2
Construction equipment operators	14.02	6.9	561	6.9	29,163	6.9
Operating engineers and other	14.02	0.7	301	0.7	27,103	0.5
construction equipment operators	14.86	6.2	594	6.2	30,900	6.2
Electricians	17.15	10.2	686	10.2	35,666	10.2
Insulation workers	17.15	11.8	686	11.8	35,692	11.8
Pipelayers, plumbers, pipefitters, and	17.10	11.0	000	11.0	33,092	11.6
steamfitters	16.04	7.9	678	7.9	25 220	7.9
	16.94		703	8.2	35,230	
Plumbers, pipefitters, and steamfitters	17.58	8.2			36,566	8.2
Helpers, construction trades	12.07	5.5	482	5.6	24,934	5.6
Miscellaneous construction and related	12.02	0.1	552	0.1	20.750	0.1
workers	13.82	9.1	553	9.1	28,750	9.1
Installation maintaness and accept						
Installation, maintenance, and repair	10.72	2.5	755	2.4	20.029	2.4
occupations	18.73	2.5	755	2.4	39,028	2.4
First-line supervisors/managers of	25.65	4.4	1.005	1.0	EC 411	1.0
mechanics, installers, and repairers	25.65	4.4	1,085	4.6	56,411	4.6
Computer, automated teller, and office	1470	12.0	500	12.0	20.767	12.0
machine repairers	14.79	13.0	592	13.0	30,767	13.0

RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings	
Occupation <sup>1</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
Installation, maintenance, and repair occupations —Continued						
Radio and telecommunications equipment installers and repairers	\$22.19	10.7%	\$888	10.7%	\$46,152	10.7%
and repairers, except line installers  Miscellaneous electrical and electronic equipment mechanics, installers, and	22.19	10.7	888	10.7	46,152	10.7
repairers	19.35	7.7	782	8.4	40,668	8.4
commercial and industrial equipment	18.00	8.9	720	8.9	37,441	8.9
Automotive technicians and repairers	17.79	6.4	723	6.4	37,571	6.4
Automotive body and related repairers Automotive service technicians and	18.90	20.6	780	22.8	40,568	22.8
mechanics  Bus and truck mechanics and diesel engine	17.51	6.1	708	6.3	36,837	6.3
specialists	16.62	7.8	665	7.8	34,561	7.8
technicians and mechanics	18.44	7.7	738	7.7	38,350	7.7
except engines	19.68	11.4	787	11.4	40,943	11.4
mechanics and installers	15.20	10.0	610	10.1	31,700	10.1
maintenance workers	16.94	5.4	677	5.4	34,873	5.4
Industrial machinery mechanics	21.51	12.9	860	12.9	42,571	12.9
Maintenance and repair workers, general	14.63	6.9	585	6.9	30,424	6.9
Maintenance workers, machinery	17.51	6.5	701	6.5	36,430	6.5
Line installers and repairers	24.99	5.5	1,000	5.5	51,976	5.5
Electrical power-line installers and						
repairers Telecommunications line installers and	28.68	3.9	1,147	3.9	59,644	3.9
repairers	23.66	6.8	946	6.8	49,212	6.8
repair workers	16.58	7.5	662	7.4	33,752	7.4
repair workers	12.16	4.2	486	4.2	23,971	4.2
<b>Production occupations</b>	13.32	4.3	530	4.3	27,537	4.3
production and operating workers Electrical, electronics, and electromechanical	20.04	7.4	809	7.1	42,091	7.1
assemblers	10.53	7.8	421	7.8	21,900	7.8

RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

	Hourly earnings <sup>2</sup>		Weekly ea	arnings <sup>4</sup>	Annual earnings	
Occupation <sup>1</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Production occupations</b> –Continued						
Electrical and electronic equipment						
assemblers	\$10.59	9.3%	\$424	9.3%	\$22,036	9.3%
Miscellaneous assemblers and fabricators	9.90	6.9	394	7.0	20,464	7.0
Bakers	10.53	22.0	421	22.0	21,910	22.0
Butchers and other meat, poultry, and fish						
processing workers	14.86	10.6	594	10.6	30,911	10.6
Butchers and meat cutters	17.11	2.5	684	2.5	35,586	2.5
Computer control programmers and						
operators	14.92	20.1	597	20.1	31,035	20.1
Computer-controlled machine tool	4.4.02	20.4	<b>505</b>	20.4	24.025	20.4
operators, metal and plastic	14.92	20.1	597	20.1	31,035	20.1
Machine tool cutting setters, operators, and	12.22	0.0	522	0.0	27.724	0.0
tenders, metal and plastic	13.33 16.53	9.9 7.2	533 662	9.9 7.4	27,724	9.9 7.4
Machinists	16.33	6.2	566	6.2	34,437 29,426	6.2
Welders, cutters, solderers, and brazers	14.13	6.4	565	6.4	29,420	6.4
Miscellaneous metalworkers and plastic	14.12	0.4	303	0.4	29,374	0.4
workers	11.49	23.3	454	23.5	23,588	23.5
Bookbinders and bindery workers	16.08	7.1	643	7.1	33,441	7.1
Bindery workers	16.08	7.1	643	7.1	33,441	7.1
Printers	16.89	7.8	670	8.0	34,846	8.0
Printing machine operators	16.78	12.7	666	12.7	34,632	12.7
Laundry and dry-cleaning workers	8.76	4.7	338	7.1	17,562	7.1
Miscellaneous plant and system operators	27.13	12.9	1,085	12.9	56,435	12.9
Inspectors, testers, sorters, samplers, and						
weighers	16.63	8.3	664	8.4	34,545	8.4
Painting workers	10.66	9.0	426	9.0	22,168	9.0
Miscellaneous production workers	11.56	14.1	454	13.7	23,605	13.7
Helpersproduction workers	9.82	9.5	380	10.4	19,759	10.4
T						
Transportation and material moving	13.31	7.4	550	10.3	20 772	10.3
occupationsFirst-line supervisors/managers of helpers,	13.31	7.4	558	10.5	28,772	10.5
laborers, and material movers, hand	15.21	9.0	608	9.0	31,633	9.0
Driver/sales workers and truck drivers	14.43	6.0	625	9.7	32,426	9.7
Driver/sales workers	14.43	14.1	570	14.4	29,664	14.4
Truck drivers, heavy and tractor-trailer	15.51	11.3	701	15.6	36,448	15.6
Truck drivers, light or delivery services	12.68	9.5	522	7.8	26,960	7.8
Dredge, excavating, and loading machine	-3.00					
operators	13.37	6.9	535	6.9	27,802	6.9
Excavating and loading machine and						
dragline operators	13.37	6.9	535	6.9	27,802	6.9

RSE Table 15 Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued

Occupation <sup>1</sup>	Hourly ea	rnings <sup>2</sup>	Weekly ea	rnings <sup>4</sup>	Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
Transportation and material moving occupations —Continued Industrial truck and tractor operators Laborers and material movers, hand Cleaners of vehicles and equipment Laborers and freight, stock, and material movers, hand Packers and packagers, hand	\$11.42 9.96 9.52 10.36 8.59	18.6% 4.0 7.4 5.3 6.3	\$458 397 381 414 336	18.3% 4.0 7.4 5.3 6.4	\$23,811 20,448 19,806 21,199 17,466	18.3% 4.0 7.4 5.3 6.4

A classification system including about 800 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.
 Earnings are the straight-time hourly wages or salaries paid to employees.

NOTE: Dashes indicate that data did not meet publication criteria. Overall occupational groups may include data for categories not shown separately.

SOURCE: Bureau of Labor Statistics, National Compensation Survey.

<sup>&</sup>lt;sup>2</sup> Earnings are the straight-time hourly wages or salaries paid to employees. They include incentive pay, cost-of-living adjustments, and hazard pay. Excluded are premium pay for overtime, vacations, and holidays; nonproduction bonuses; and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighed by hours.

of workers, weighed by hours.

3 The relative standard error (RSE) is the standard error expressed as a percent of the estimate. It can be used to calculate a "confidence interval" around a sample estimate. For more information about RSEs, see appendix A.

<sup>4</sup> Mean weekly earnings are the straight-time weekly wages or salaries paid to employees.

employees.

5 Mean annual earnings are the straight-time annual wages or salaries paid to employees.